



DASSAULT MARKET UPDATE Q1 • 2019

Welcome to another year of uncertainty fueled by declining Global GDP, trade wars and geo-political concerns in major trading markets around the world. The drop in trading activity in the last month of Q4-18 certainly dribbled into early Q1-19. By late-January however activity clearly increased to Oct/Nov levels raising hopes that 2019 would actually show positive growth across new and used aircraft. By the end of Q1 market signals are mixed at best. Charter activity is showing signs of decline as we start the year. This is something to pay close attention to as charter activity is often a “canary in the coal mine” signal.

New aircraft deliveries are down quarter over quarter which is consistent with the seasonality effect as OEMs pull as many aircraft into the fourth quarter as possible. The major OEMs all have new models starting with deliveries beginning from mid-2018 through mid-2020. With low starting production rates, the industry will not see the full effect for another year and a half to two years. On the positive side the OEMs crystal balls all indicate there is a solid market for new high tech models with more range, speed, cabin space and efficiency. In spite of the 8+ new models recently, or soon to be certified, we expect several new exciting airplanes to be introduced before year-end.

How does this affect the Dassault pre-owned market? Dassault products saw another consecutive quarter of decline in pre-owned inventory levels, dropping a further 10% over Q4/18. Sales activity dropped by more than half for both factory new and pre-owned sales, not uncommon to see in the beginning of the year albeit not normally at this rate. Average ask prices firmed up in several of the models we track, and the majority of models benefited from lower average sales cycles. With an estimated two years to go before first flight and another year after that before first delivery, the upcoming Falcon 6X will help to fill a gap left behind with the abandoned 5X project. The Falcon 7X has seen deliveries slow down nearly in parallel with the rise of 8X sales.

Mark Bloomer

Brant Dahlfors



Quarter 1
2019

Falcon 50EX	2
Falcon 2000EX EASy	3
Falcon 2000LX	4
Falcon 2000S	5
Falcon 2000LXS	6
Falcon 900EX EASy	7
Falcon 900LX	8
Falcon 7X	9





JET TRANSACTIONS

F50EX MARKET UPDATE Q1 • 2019

Market Summary

After ending last year with a record 6 units transacting, F50EX pre-owned activity slowed to 1 unit changing hands in the first quarter, not unusual for the beginning of the year. Inventory is now down to a two year low, though the average sales cycle has continued to climb to 345 days on market, a more than 10% jump from last quarter. With average sold prices just below \$4.0M, this may be a great time for a prospective buyer to get in at the right time.

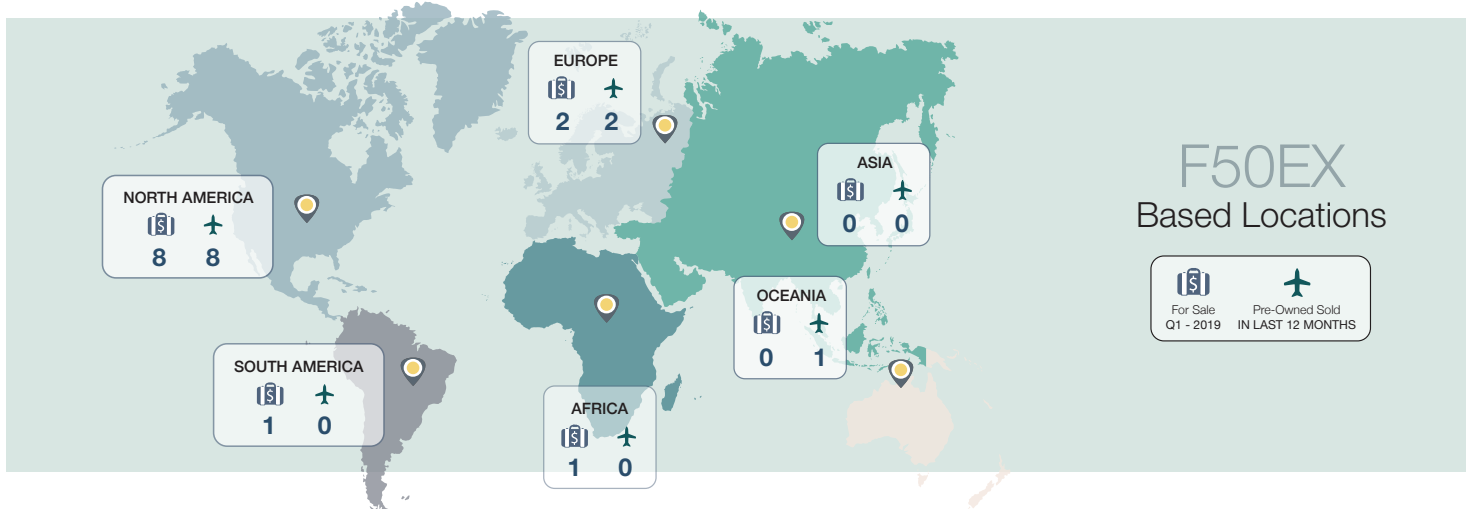
Current Market

Currently for Sale	12
Ask Price Range	\$2.7M - \$4.9M
% of Active Fleet	12.0%
In Operation	100

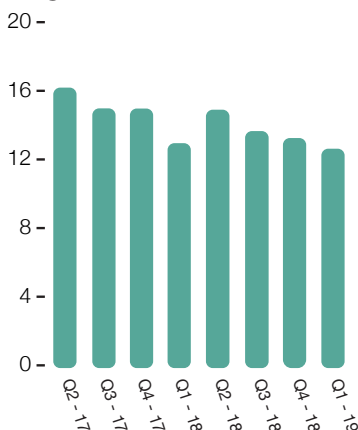
Market History

24 MONTH AVERAGE

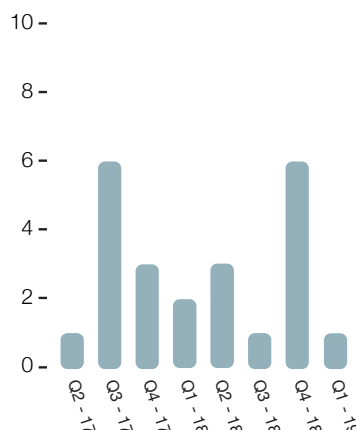
Inventory High	17
Inventory Low	12
Avg. Sales Price	\$3.9M
Avg. Ask Price	\$4.3M
Avg. Days on Market	345
North American Sales	74%



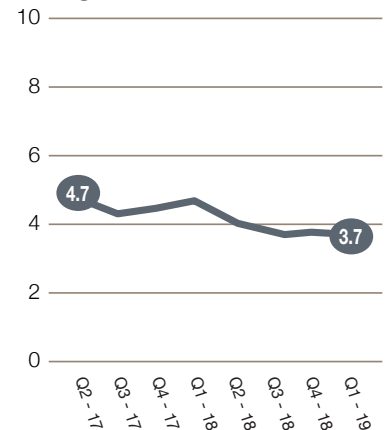
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000EX EASy MARKET UPDATE Q1 • 2019

Market Summary

Average ask prices for the F2000EX EASy rose for the second consecutive quarter, climbing above \$11.0M for the first time in over a year, one of the only Falcons to see steady growth in ask prices. Quarterly average inventory is at a two year low, and at the end of the first quarter just 5 units or 4.8% of the fleet was for sale.

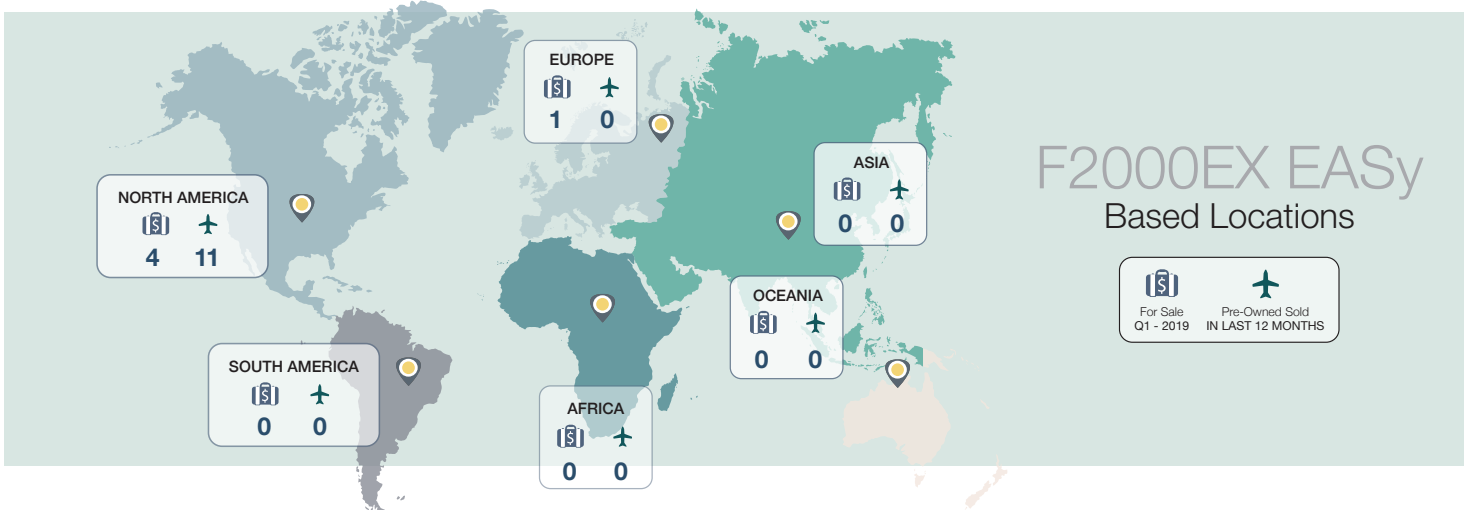
Current Market

Currently for Sale	5
Ask Price Range	\$7.9M - \$11.9M
% of Active Fleet	4.8%
In Operation	104

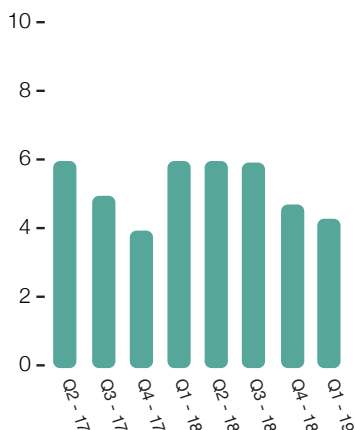
Market History

24 MONTH AVERAGE

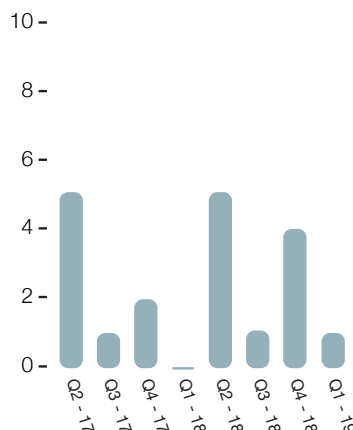
Inventory High	8
Inventory Low	3
Avg. Sales Price	\$9.4M
Avg. Ask Price	\$10.2M
Avg. Days on Market	217
North American Sales	89%



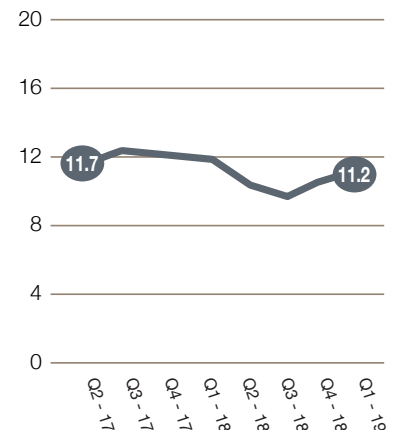
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000LX MARKET UPDATE Q1 • 2019

Market Summary

The last year has shown steady sales on the F2000LX pre-owned market, averaging 2 units transacting per quarter. With just 3 units or 2.3% of the fleet for sale, and combined with declining average days on market, buyers should move quickly on any inventory that becomes available that fits their criteria. Considering there were more than 21 units available less than two years ago, this market segment has seen an amazing turnaround.

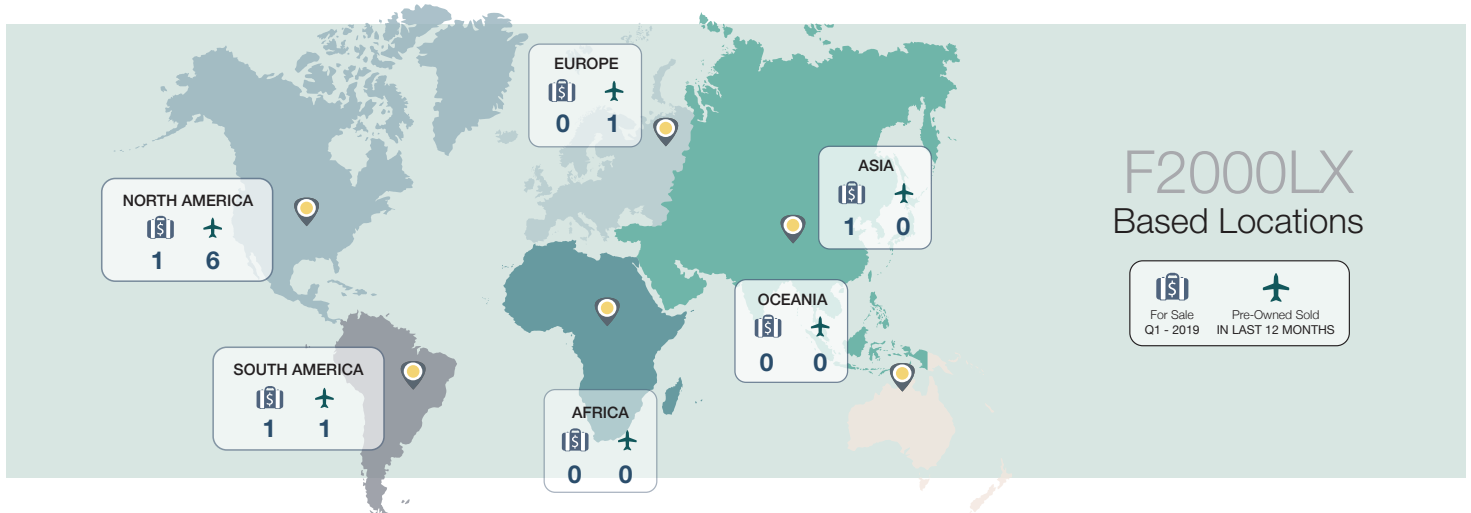
Current Market

Currently for Sale	3
Ask Price Range	\$13.0M
% of Active Fleet	2.3%
In Operation	131

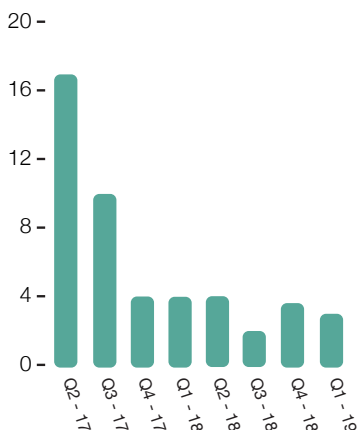
Market History

24 MONTH AVERAGE

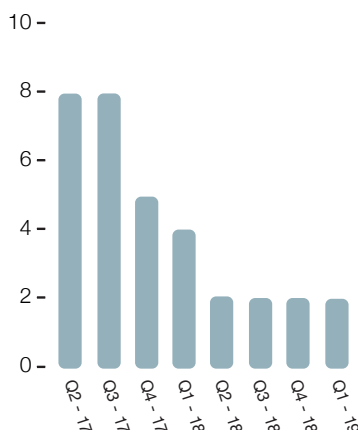
Inventory High	21
Inventory Low	1
Avg. Sales Price	\$13.7M
Avg. Ask Price	\$14.7M
Avg. Days on Market	269
North American Sales	64%



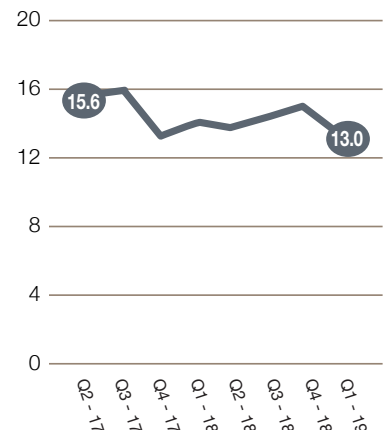
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000S MARKET UPDATE Q1 • 2019

Market Summary

Inventory is down to just a lone unit for sale, representing 2.5% of the fleet, and brining the average inventory available to its lowest level in two years. Dassault will continue to offer new Falcon 2000S production, and for the right clientele with particular range requirements and short field needs, the 2000S will continue to hold that corner of the market.

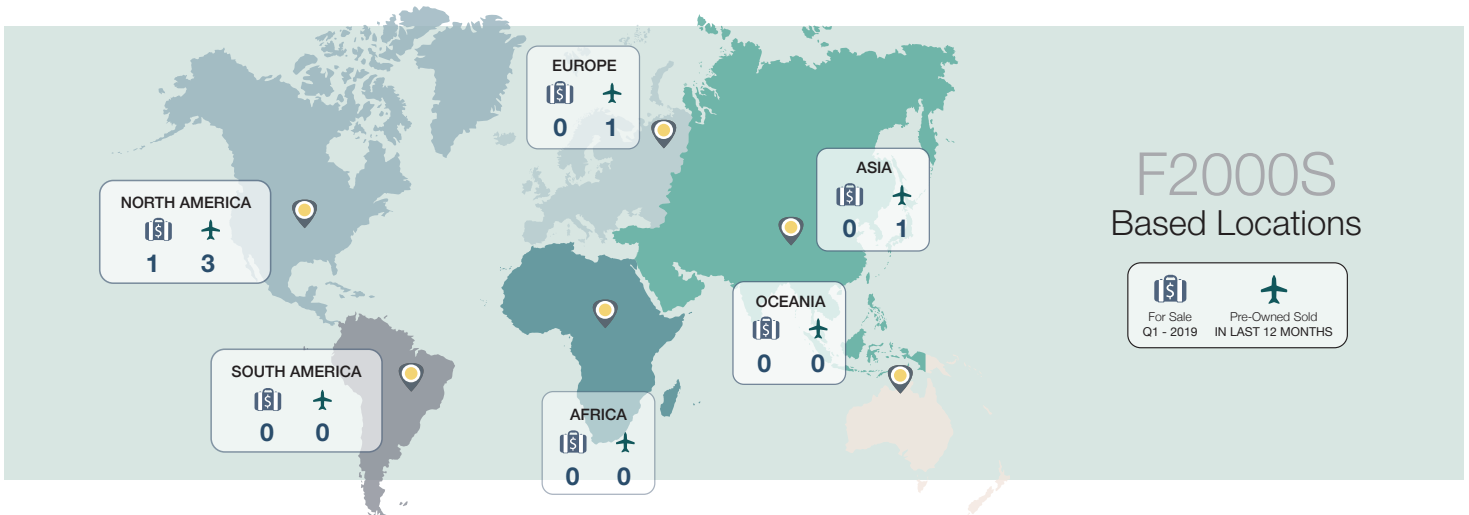
Current Market

Currently for Sale	1
Ask Price Range	\$19.6M
% of Active Fleet	2.5%
In Operation	40

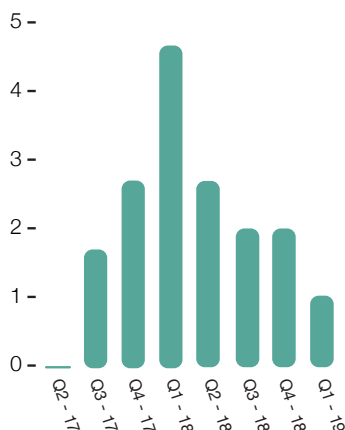
Market History

24 MONTH AVERAGE

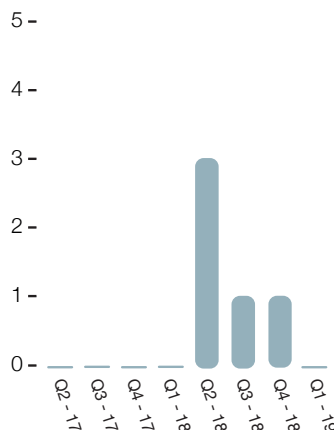
Inventory High	5
Inventory Low	0
Avg. Sales Price	\$16.9M
Avg. Ask Price	\$17.7M
Avg. Days on Market	198
North American Sales	60%



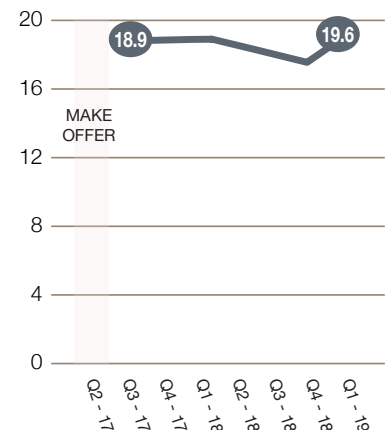
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000LXS MARKET UPDATE Q1 • 2019

Market Summary

New unit deliveries continued their steady pace into the first quarter, with 2 new F2000LXS's going to customers. Pre-owned sales activity has also seen relatively steady movement, averaging 1 unit transacting per quarter over the last year. With the slightly older inventory that has come to market recently, buyers can take advantage of lower ask prices in the low 20's. Average sales cycles have continued to shorten to just 132 days on market.

Current Market

Currently for Sale	4
Ask Price Range	\$23.5-\$31.5M
% of Active Fleet	4.9%
In Operation	82

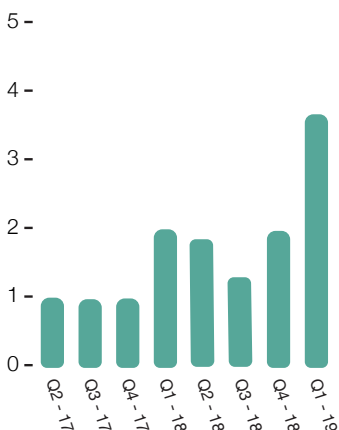
Market History

24 MONTH AVERAGE

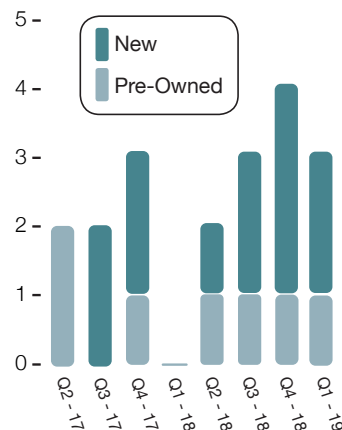
Inventory High	4
Inventory Low	1
Avg. Sales Price	\$22.6M
Avg. Ask Price	\$23.7M
Avg. Days on Market	132
North American Sales	63%



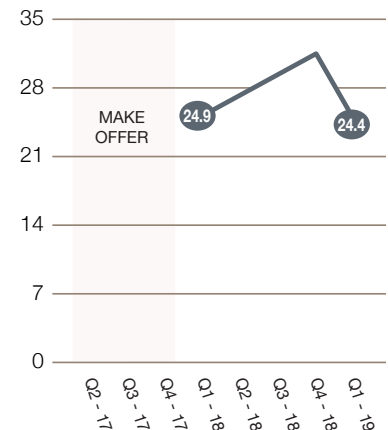
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F900EX EASy MARKET UPDATE Q1 • 2019

Market Summary

With the strongest sales quarter on record for the F900EX EASy rounding out 2018, the first quarter pared back considerably, with just 1 unit transacting. However average ask prices continue to rise and days on market slid further, signaling a heating up of this market segment. Available inventory rose slightly to 9 units or 7.6% of the fleet for sale, still healthy for a fleet of 119 aircraft in operation.

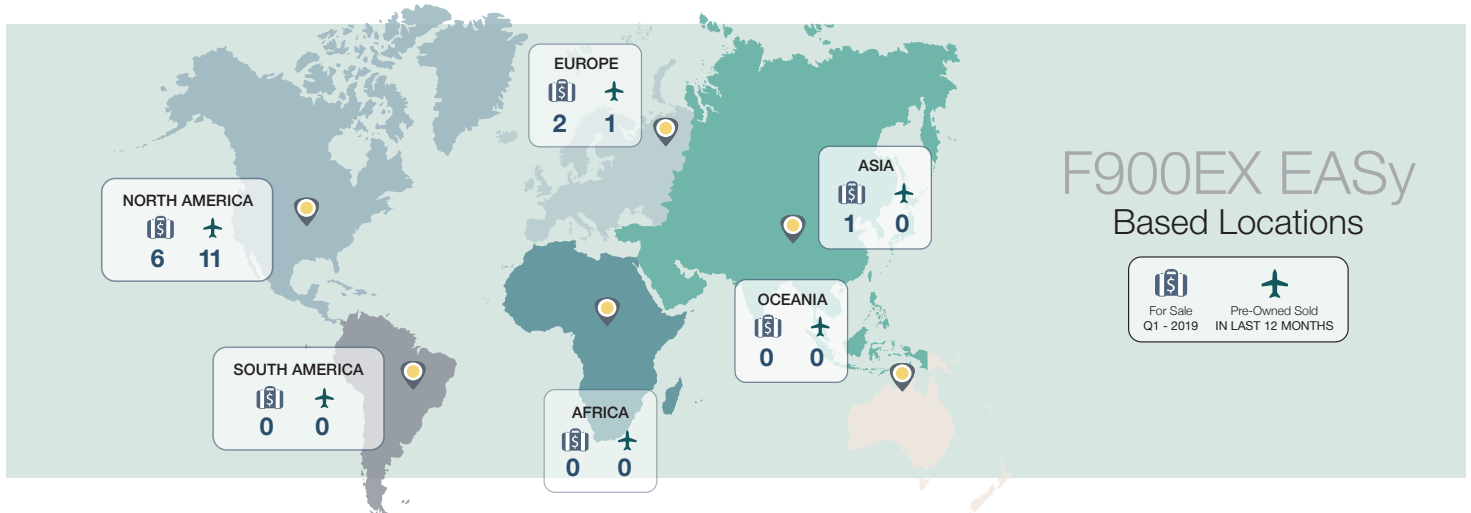
Current Market

Currently for Sale	9
Ask Price Range	\$12.8M-\$16.9M
% of Active Fleet	7.6%
In Operation	119

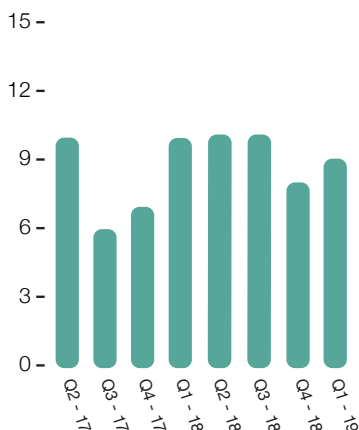
Market History

24 MONTH AVERAGE

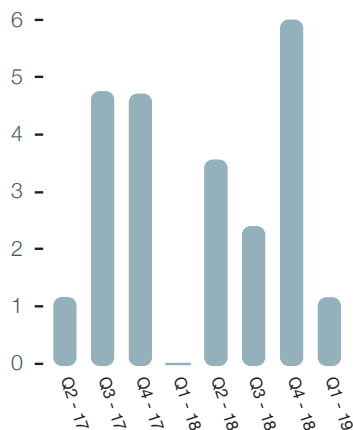
Inventory High	11
Inventory Low	4
Avg. Sales Price	\$14.3M
Avg. Ask Price	\$15.7M
Avg. Days on Market	258
North American Sales	86%



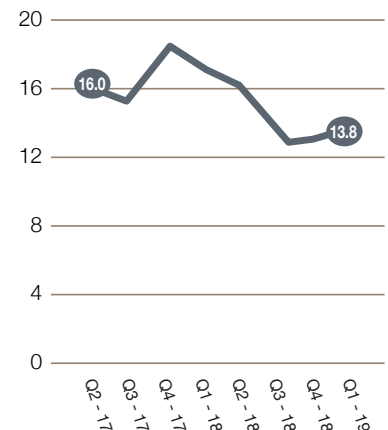
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F900LX MARKET UPDATE Q1 • 2019

Market Summary

For the first time we tracked no new F900LX's being delivered in the first quarter, though pre-owned sales activity remained steady. Available inventory remains low at 2 units or 2.7% of the fleet for sale; a bit of a paradox in that neither available unit is based in North America, despite strong dominance by the region for both new and pre-owned sales.

Current Market

Currently for Sale	2
Ask Price Range	\$24.5M-\$29.9M
% of Active Fleet	2.7%
In Operation	73

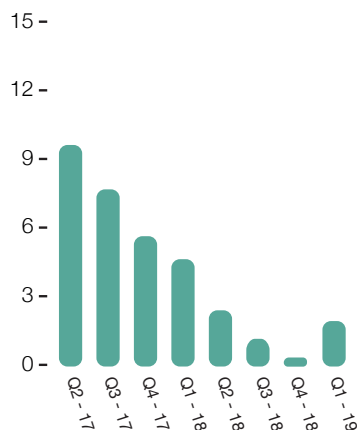
Market History

24 MONTH AVERAGE

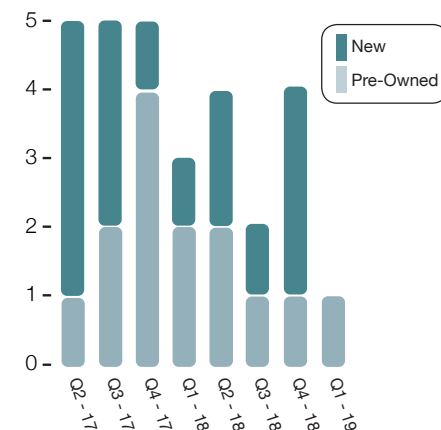
Inventory High	10
Inventory Low	0
Avg. Sales Price	\$21.1M
Avg. Ask Price	\$23.7M
Avg. Days on Market	415
North American Sales	72%



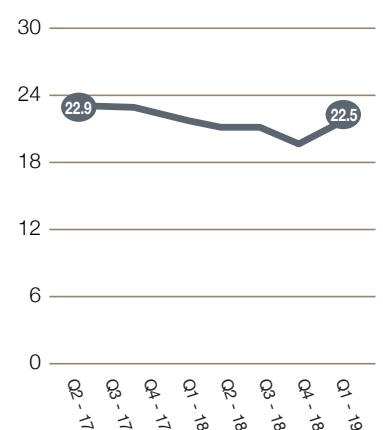
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F7X MARKET UPDATE Q1 • 2019

Market Summary

Available pre-owned inventory for the Falcon 7X dropped considerably this quarter, down to 17 units or just 6.1% of the fleet for sale. Keeping in line with historic sales trends, about a third of the available inventory is based in North America, with Asia and Europe closely behind. The two year rolling average ask and sold prices dropped slightly at less than half of a percentage each, respectively, while days on market fell below 300.

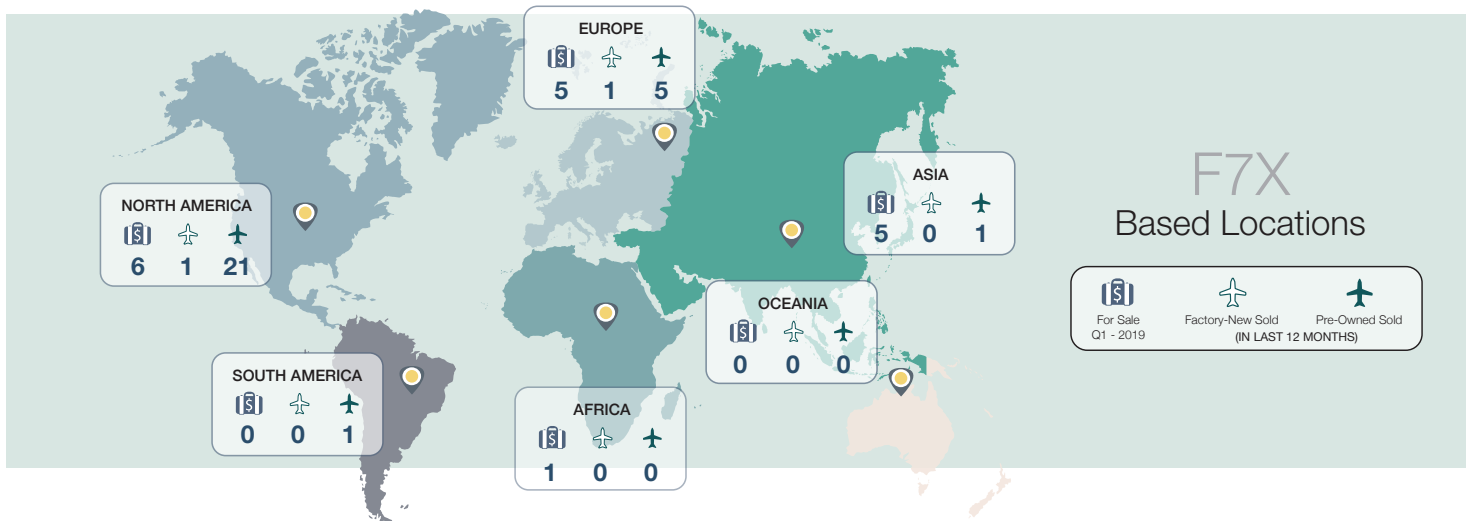
Current Market

Currently for Sale	17
Ask Price Range	\$20.5M-\$33.8M
% of Active Fleet	6.1%
In Operation	280

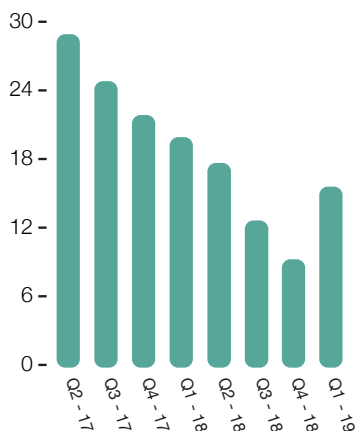
Market History

24 MONTH AVERAGE

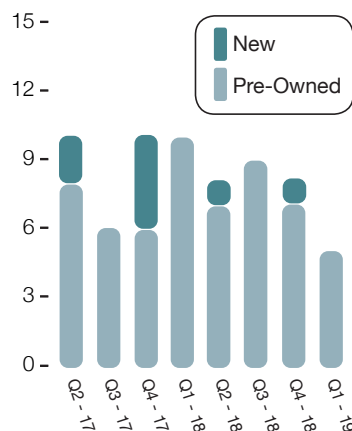
Inventory High	31
Inventory Low	7
Avg. Sales Price	\$22.2M
Avg. Ask Price	\$24.2M
Avg. Days on Market	291
North American Sales	48%



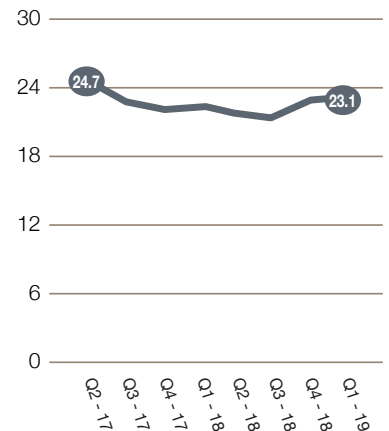
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

**We welcome the opportunity
to earn your business.**



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Mark Bloomer and Brant Dahlfors, Co-founders

Mark Bloomer and Brant Dahlfors lead by example, having established reputations for perceptive market intelligence, trusted industry relationships, and personalized customer service. Their combined record of over 1600 new and pre-owned business jet transactions completed around the globe, supports Jet Transactions' prominent position in today's evolving aviation marketplace.

After completing his education in aviation technology with a minor in business and business law at Purdue University, Mark, a multi-rated airline transport pilot, started his successful business aircraft sales career as a factory marketing representative at Cessna Aircraft Company before founding Bloomer deVere.

Brant, a multi-rated commercial pilot, graduated from Wright State University before joining Beech Aircraft. He continued his career with Mooney Aircraft and TBM North America before 20 years with Bombardier Aerospace leading the N. America sales division. Brant currently serves on the NBAA BAM Committee.

Mark, Brant and the Jet Transactions Team deliver a state-of-the-art portfolio of products and services designed to support all aspects of a worldwide business jet transaction.

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